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May 3, 1994

BY HAND DELIVERY

Mr. William Caton
Acting Secretary
Federal Communications Commission
1919 M Street, N.W.
Washington, DC 20554

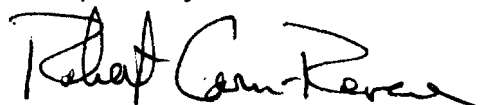
Re: Ex Parte Meeting -- MM Docket 92-266

Dear Mr. Caton:

On behalf of Ovation, Inc., this letter notifies the Commission that the undersigned met with Sandy Wilson, Catherine Wallman and Patrick Donovan on May 2, to discuss the impact of the new rate regulations on the launch of new channels of programming. The discussion encompassed material that has been made part of the record in the referenced proceeding, as well as the attached materials regarding cable programming.

Two copies of this letter have been submitted to the Office of the Secretary, pursuant to Section 1.1206 of the Commission's rules.

Respectfully submitted,



Robert Corn-Revere

Enclosure

OVATION, INC.

April 21, 1994

FCC Cable Television Rate Regulations Incentives for New Programming and Channel Expansion

Overview

According to press accounts, approximately 70 new programming channels are scheduled to launch during the coming year. However, the latest round of cable rate reductions threaten to stunt the growth of new services. Many cable operators have put expansion plans on hold, and growth that occurs may be limited to established services with name brands (e.g., ESPN 2). See generally McAvoy, *Deciphering the FCC's New Cable Rules*, BROADCASTING & CABLE, April 11, 1994 at 50, 51. Even well-established programmers with proven track records are finding it difficult to find available channels on cable systems. See, e.g., Kolbert, *A Turner Channel Seeks Carriers*, NEW YORK TIMES, April 11, 1994 at D5.

Some impediments exist because of the way the substantive and procedural rules interact, while others stem from the substance of the rules themselves. Whatever the cause, the burden of uncertainty falls most heavily on new, innovative and independent programming services. The FCC has expressed a willingness to promote new services and channel expansion. However, its rules will have the opposite effect in the absence of quick remedial action.

- By overemphasizing the need to reduce rates, the Commission's rules run counter to the majority of the principal goals established by Congress, most of which relate to programming. As set out in Section 1(b) of the 1992 Cable Act, "[i]t is the policy of the Congress in this Act to --
 - (1) promote the availability to the public of a diversity of views and information through cable television and other video distribution media;
 - (2) rely on the marketplace, to the maximum extent feasible, to achieve that availability;
 - (3) ensure that cable operators continue to expand, where economically justified, their capacity and the programs offered over their cable systems;

- (4) where cable systems are not subject to effective competition, ensure that consumer interests are protected in the receipt of cable service; and
 - (5) ensure that cable television operators do not have undue market power vis-a-vis video programmers and consumers."
- Complex new regulations actually create substantial disincentives so that few, if any, independent new networks can be successfully launched, despite the wide-spread favorable reception otherwise received by Ovation.
 - Regulations disfavor programming diversity and development and channel expansion and enhance monopoly advantages. In particular, rules favor existing networks by entrenching existing channel or tier positions.
 - Initial steps to create incentives appear to have been negated by extent of focus on blocking any potential for abuse by operators.
 - Quick action, through interpretation and expedited reconsideration, is necessary or funding and distribution opportunities for new networks will be lost.

Problem: The 7.5% markup for the addition of new channels will not provide a sufficient incentive to add new channels and will entrench existing programming services.

- Because the mark-up is calculated as a percentage of programming costs, operators have a clear incentive to add the highest-priced channels in order to maximize profits. Therefore, the 7.5% mark-up tends to discriminate against new higher-risk, low-cost channels, resulting in higher consumer costs and less program innovation.
- If the channel is free to the operator (advertiser supported), there is no cost to be passed through. In addition, there is no mark-up ($7.5 \times 0 = 0$).
- The "pass-through/mark-up" is diminished even further by deductions for "replacement" channels. This effect is heightened by the 7.5% "mark-down" for deleted channels.

Solutions:

1. New networks should be accorded a "constructive" rate and pass-through value equal to the average price for existing networks on a tier. Such incentive pricing could be limited to nationally distributed programming to prevent evasion (e.g., "fish tank" or "fireplace" channels), and could be limited to a reasonable "incubation period" to achieve economic viability, such as two years following the launch.
2. Alternatively, operators should have the option to choose the 7.5% markup on programming costs or 25 cents, whichever is higher. This would reduce the incentive to add only the most expensive channels.
3. The 7.5% network deletion charge should be eliminated. It only exacerbates the "grandfathering" of existing networks, regardless of merit and viewer preferences.

Problem: Filing for a channel upgrade or external cost increase triggers expanded rate review and refund liability that discourages the addition of programming.

- The Cable Act holds that complaints must be filed within a "reasonable time" after a rate increase. The FCC's rules provide that complaints may be filed within 6 months after a system becomes regulated, or within 45 days after a rate increase.
- Even if a system received no complaints about its initial rates, a complaint filed pursuant to a subsequent rate increase opens the system to possible liability for its entire rate structure, not just the amount represented by the latest increase. Refund liability may extend back for a one year period.
- This heightened risk of liability acts as a disincentive to making any changes, such as adding a new programming service.

Solutions:

1. Where no complaints are received by the operator within the prescribed period, subsequent rate reviews should be limited to the amount of the increase, not the entire rate.
2. If it seems that cutting off the ability to complain about the underlying rate is unduly burdensome for subscribers, the complaint period could be expanded from 45 to 90 days. After that period, however, complaints would be limited only to the amount of the increase.
3. To the extent a complaint pertains to the entire rate structure, the burden of proof should shift to the complainant for complaints filed after the "reasonable" period established by the Commission.

Problem: Filing for a channel upgrade or external cost increase must be approved by local franchising authorities, which can delay the pass-through and eliminate the incentive to add programming.

- Regulated cable systems must get prior approval before they can adjust rates to allow for external costs. Local authorities must approve external cost increases for basic rates.
- Delays can be substantial before a rate adjustment is approved. The FCC staff has said that the same procedural limits for approving basic rates apply to external cost decisions.
- General rate proceedings to approve the initial rate can further delay external cost adjustments.
- Such delay will kill new channels.
 - Neither operators, nor programmers can afford to carry these costs in the hope of an expeditious future ruling.
 - A one-month delay in approving external costs wipes out 1/12 of a year's revenue, or 8.3%. This more than offsets the 7.5% incentive.
- Rate increases are only approved prospectively. During the time that government authorities are deciding whether or not to approve the increase, external costs are lost forever.

Solution:

1. The FCC should initiate an expedited reconsideration proceeding to address procedural questions related to external costs. Specifically, it should revise the procedure to allow external cost upgrades to become effective 30 days after notice to subscribers and the filing of the relevant form with the appropriate governmental authority. This eliminates the delay issue but still retains safeguards. Price adjustments may occur only quarterly, and the justification for any increase can be thoroughly reviewed (and appropriate refunds awarded) in the event of a complaint.

Problem: The new guidelines for the regulation of à la carte programming packages will have a discriminatory impact on the introduction of new channels.

- The à la carte package option was designed to help programmers, who believed they would not survive if operators moved them to single channel à la carte. The package option was created to allow the program services to be retained in "tiers" while subscribers received a discount from the per-channel price and gained the option to buy each channel separately.
- It is believed that the new "guidelines" will preclude almost all such à la carte packages. For example, moving a "significant" number of tier channels to an à la carte package is one factor that will deny unregulated status. There are 15 factors in all, but they tend to lead to the same conclusion.
- This emphasis will return most cable channels that were moved to à la carte packages to regulated basic and cable programming service tiers that have the highest established penetration. New and untested channels that lack "brand names" will be grouped together in new à la carte packages. Since the movement of established channels to an à la carte package is considered evidence of evasion, operators will have limited discretion to employ established services as "anchor tenants" to attract subscribers to the new à la carte packages, as was done in the past.
- As a result, this à la carte policy tends to favor existing, largely traditional channels, by guaranteeing them the greatest penetration and a competitive advantage in attracting advertisers. This also will drive up to prohibitive levels the marketing costs of new programmers, who will have a much harder time establishing a presence in the market. It will likewise become difficult or impossible to attract necessary advertiser support.
- Subjecting proposed à la carte offerings to the inconsistencies and delays of thousands of local authorities will deter operators from undertaking such offerings in any acceptable time frame.

Solutions:

1. Commission guidelines must clearly allow flexibility for the inclusion of both established and start-up programming networks in à la carte packages.
2. Introduction of national programming services requires consistent application of federal law. Consequently, the FCC should retain jurisdiction over the definition of à la carte packages and negative option billing.
3. The Commission must address this issue expeditiously in order to reduce uncertainty and support the introduction of new programming services.

Problem: Contrary to announced intentions, the new regulations will not foster investment in the deployment of new technology that will lead to the creation of an information superhighway and the creation of new jobs.

- The rules governing upgrades are not entirely clear. While "significant upgrades" are covered under a streamlined cost of service approach, "normal improvements and expansions of service" remain subject to the general rate review process. Uncertainty regarding this provision discourages investment.
- In order to increase rates, operators must demonstrate that the improvements "will benefit subscribers." It is unclear what type of demonstration is required, and the strict à la carte guidelines have made operators nervous about proceeding in the absence of certain rules.
- "Frivolous" or "inefficiently incurred" costs will be deducted from price increases, thus increasing operators' uncertainty.
- No forms are yet available for the abbreviated cost of service showing.
- The 11.25% rate of return for such improvements does not take into account the significant difference between cable television services and other utilities. The Commission should provide an added incentive for the construction of advanced, broadband systems.

Solutions:

1. The Commission must act expeditiously to address unanswered questions and to put in place a process for approving system upgrades. The Commission should heavily weigh the public interest that would be served by encouraging such upgrades in its interpretations.
2. In order to enhance the incentive to expand system capacity, the Commission should consider increasing the rate of return allowed for innovative system upgrades.

Subscription Info.

The companies below offer a variety of programming packages and prices. Call the numbers listed for current information. Your local satellite dealer also may offer programming packages at competitive prices. Check Yellow Pages for their phone numbers. Listings are limited to advertisers.

Programmer	Services
A&L Programming Plus 800-456-8725	All 62 channels available at yearly discount. Semi-annual and quarterly packages. Custom packages. Call for free booklet at 1-800-456-8725. Open daily 9 a.m.-midnight (E).
Adelphi Home Satellite Service 800-682-2477	Showtime, TMC, Flx, HBO, Disney, Max and Playboy plus several packages and a la carte services. Monthly, annual and quarterly billing. Open seven days a week, 24 hours a day, holidays included.
All Networks Programming 800-644-8222	Ten basic packages plus custom package option with all channels available. Monthly, quarterly or annual billing. Daily 9 a.m.-midnight (E).
All Star Programming 800-336-8716	Over 60 channels available: premiums, basics, networks, sports, superstations, adult. Also SUR, RTP and TV Asia. Custom package or a la carte. Open 10 a.m.-midnight, Mon.-Sat.; 11 a.m.-midnight, Sun. (E).
American Programming Service 800-676-8848	Over 60 channels to choose from: premiums, basics, superstations, sports, networks and adult channels. A la carte services, custom packaging or Theatre from the Sky packages. Annual, semi-annual and quarterly services available. Mon.-Fri. 9 a.m.-10:30 p.m., Sat. 9 a.m.-10:30 p.m., Sundays noon-6 p.m. (E).
Car Satellite Programming 800-444-8283	Value Pack: CNN, HLN, ESPN, TBS, USA, FAM, LIFE, Weather, NASH, Discovery, A&E, NICK, WGN, WPD, KTV, WWC, KTLA, WSBK, PT 24 plus choice of premiums, CNBC and other services available. Monthly & yearly billing.
Discount Programming 800-646-2858	Many packages available: movies, variety, sports and superstations. A la carte available. Open 24 hours.
Disney 800-3-DISNEY	Disney, HBO, Cinemas, ESPN, SSN, Superstar 3 Pack, 4 Pack, Skyline Silver, PT 24, and Denver Five. Variety Pack: AMC, A&E, CNN, HLN, Comedy, CMT, Discovery, Family, Learn, Lifetime, NASH, TBS, USA, Weather. Call M-F 11 a.m.-6 p.m. (E).
Galaxy Satellite Programming 800-289-8876	Over 60 subscription services. All basics & premiums in packages or a la carte. Annual discount or monthly, quarterly or semi-annual billing. Mon.-Fri. 9 a.m. to 1 a.m. Sat. 10 a.m. to 10 p.m. Sun. 11 a.m.-7 p.m. (E). Call 800-289-8876 for module packages.
HBO Direct, Inc. 800-HBO-DISH 800-426-3474	Multiplex HBO and Cinemas are available with options: SUPERPAK — A&E, Bravo, Cartoon, CNN, Comedy, CMT, Discovery, ESPN, Family, NASH, LIFE, HLN, PT24, TBS, USA, Weather; or SUPERPAK Plus — SUPERPAK plus: WGN, Prime Network, WWC, WSBK and AMC. Also available: Denver 5, SSN, CNBC, Disney, Playboy, TNT and G5 Package.
Jones Satellite Programming 800-385-9555	Over 60 a la carte services including basics, sports & premiums. Annual discounts and special pricing with basic packages. Billing options; no activation fees.
Liberty Satellite Sports 800-786-7788	Liberty Line-Up package; Satellite Sports Networks package (16 regional networks); SportsChannel package (eight regional networks). Regional restrictions apply.
National Programming Service 800-444-3474	Over 60 subscription channels: premiums, superstations, adult and basics. Custom packages and Pick a Pak available. SSN and CNBC available. Monthly, semi-annual & annual subscriptions.

Netlink, One Stop Programming 800-648-8080	One Stop Package: Denver 5, WGN, TBS, USA, AMC, CNN, HLN, LIFE, ESPN, FAM, Weather, A&E, Discovery, Bravo, Prime Net., and NASH. A la carte: Premiums, Encore, Comedy, International, TNT, TBS, Bravo, CNBC, Superstations, Atlantic 3, and others. Monthly and annual rates.
Playboy 800-885-8400	Playboy available by subscription or pay per view.
PrimeTime 24 800-885-7824	PrimeTime Plus: PT 24 (WABC, WRAL, WXIA) CNN, HLN, USA, NASH, Discovery, Weather, A&E, AMC, LIFE, CNBC, Bravo, Family, TBS, Prime Net., Cartoon, CMTV, plus premiums.
Programmer's Clearing House 800-885-4770	Over 70 subscription channels. Premiums, basics, networks, superstations and sports (including Midwest Sports Channel). Also SUR (Spanish), RTP (Portuguese), TV Asia (Hindi), The International Channel and Caribbean Satellite Network. Interpreters available at 1-800-445-8976. Monthly or annual packages. A la carte. Open Mon. through Sat. 9 a.m.-11 p.m., and Sun. 1 p.m.-6 p.m. (E).
Programmers Warehouse 800-844-8444	Show, TMC, FLIX, HBO, CINE, Disney & Encore plus over 60 channels. Packages & a la carte. Monthly, quarterly & annual rates. Open 7 days.
'Rural TV' 800-333-8711	Over 60 channels including: TNT, TBS, ESPN, FAM, AMC, WGN, WWC, NASH, CMTV, HLN, LIFE, Discovery, Bravo, Cartoon, MTV, VH1, Weather, WSBK, USA, WPD, KTV, KTLA, NICK, CNN, CNBC, A&E, Denver 5, PT 24, premiums and SSN. Monthly billing.
Satellite Receivers Clearing House 800-432-8876	Over 60 channels: All basics, premiums, superstations, sports and adult services. Monthly, quarterly, semi-annual and annual billing. Hours: Mon.-Sat. 9-12 a.m., Sun. 11 a.m.-6 p.m. (E).
Satellite Source 800-477-1234	Over 60 channels offered in packages or a la carte. Exclusive everyday discounts to ClubSOURCE members. Automatic touch-tone re-authorizations available 24 hours daily.
Showtime Satellite Networks 800-860-7100	Showtime, The Movie Channel, Playboy, A&E, All News, AMC, Bravo, Cartoon Network, Denver 5, Discovery, ESPN, FLIX, FAM, LIFE, MTV, NASH, NICK, PT 24, Prime Network, TBS, USA, VH-1, Weather, WGN, WSBK & WWC. Monthly and annual rates.
Southern Satellite Distributing 800-787-3474	All channels available either a la carte or custom packaged. Monthly or quarterly billing; semi-annual and annual discount rates. For orders, call 800-251-9386.
Superstar Satellite Entertainment 800-225-5772	SuperView: WGN, WPD, KTLA, TBS, USA, CNBC, ESPN, CNN, HLN, AMC, Bravo, Family, Prime Net., Discovery, LIFE, A&E, CMTV, NASH, TCM, Weather, Cartoon, Comedy, Premiums: HBO, CINE, SHOW, Flx, SSN, Encore, Disney, International, PT24 and Denver 5. Monthly, quarterly and annual rates.
Turner-Vision 800-344-8834	Basic: custom packages and a la carte available. Premiums, superstations, sports and adult. Monthly, quarterly, semi-annual and annual billing. Open 24 hours including holidays.
Turner Home Satellite 800-843-8286	TNT*, Cartoon, TBS, CNN, HLN, ESPN, A&E, CMTV, Discovery, FAM, LIFE, Weather, WGN, USA, Prime Net., KTV, KTLA, WPD, WSBK, WWC, Bravo, AMC, TNN, PT 24, Denver 5 and SportSouth*. Premiums: HBO, CINE, Disney, Playboy and SSN. Monthly & annual rates. *TNT, ESPN and SportSouth subject to restrictions. Commercial establishments call 404-827-4735.
Viewer's Theater 800-242-VIEW	Premier Pak (15 channels) and other packages plus premiums, PT 24, SSN and Superstations. Monthly and annual billing. Open Mon.-Fri. 9:30 a.m.-1 a.m. Sat.-Sun. 12 p.m.-1 a.m. (E).

Please clip for reference.

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TNT*
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or Showtime/TMC
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Showtime/
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AMC	21.00	1.75	Disney	83.25	7.25	Prime	8.25	0.70	TNN	9.25	0.75
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WGN	1.20
KTLA	1.20
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A&E	.85
Bravo	.88
USA 4	.85

MUSIC CHANNELS

MTV / VH1	2.75
TNN	.85
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Prices subject to change without notice. Please call us for our latest price quote. All services are non-refundable and non-transferable. We are not responsible for typographical errors on this price sheet. ¹ All Networks is an authorized agent of Superior Communications for the sale of ESPN programming and is not an authorized representative or agent of ESPN Inc. Territorial restrictions may apply. ESPN is offered in its own right and is subject to blackout or change. ² PrimeTime 24 and Denver 5 are available in all areas where network stations are not currently received. ³ Territorial restrictions may apply to some stations. ⁴ USA available only with the purchase of 5 other services.

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Encore	23.50
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ESPN2*	4.95
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International Channel	36.00
KTLA	11.90
Lifetime	8.00
The Nashville Network	9.50
Playboy	77.00
Prime Network	8.50
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Showtime or The Movie Channel	83.50
Spice & Spice 2 Combo	135.00
Turner Classic Movies	9.95
Turner Network Television (TNT)**	16.50
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24**



...at the special annual
rate of...

\$35.95

(save over 20%)

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Arts & Entertainment	.89	8.99
Cartoon Network	.89	6.99
CNN/Headline News	2.29	21.99
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Family Channel	.89	6.99
Nashville Network	.89	9.99
TBS-Atlanta	1.49	14.99
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* RATES MAY BE
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We're ripping up our last ad, to bring you these incredible offers:

PACKAGES

ULTRAVIEW 31 Channels \$328.88 yty.

Showtime - TMC - Flix - USA - ESPN 1/2 - WTBS - Bravo - WGN - The Family Channel - A&E - TNN - AMC - CMTV - Discovery - Lifetime - The Weather Channel - Comedy Central - PT24 - WWOR - WSBK - KTLA - All News Channel - Nickelodeon - MTV - VH1 - Prime Network - Cartoon Network

PLUS PACK 27 Channels \$367.35 yty.

HBO - Cinemax - CNN - HN - Family Channel - ESPN 1/2 - USA - Lifetime - AMC - Bravo - WTBS - Comedy Central - TNN - The Weather Channel - CMTV - KTLA - PT 24 - A&E - CNBC - Discovery - WGN - WWOR - WSBK - Prime Network

TNT ROUND UP 16 Channels \$151.85 yty.

TNT - CNN - HN - WTBS - ESPN 1/2 - Comedy Central - WGN - Discovery - TNN - USA - The Family Channel - A&E - Lifetime - The Weather Channel - The Cartoon Network



A LA CARTE

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	ANNUAL LOW PRICE
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Cinemax	83.40
HBO / Cinemax	139.95
Encore	22.95
Showtime	83.40
The Movie Channel	83.40
Showtime/TMC	135.95
Showtime/TMC/Flix	139.95
AMC	19.25
AMC / Bravo	28.50

SPORTS

ESPN 1/2 1	23.00
SSN 1	99.00
Sports Channel 1	99.00
SSN / Sports Channel	189.95
Prime Network	8.25
Midwest Sports 3	84.95

NETWORKS/SUPERSTATIONS

PrimeTime 24 2	37.50
Denver 5 2	47.20
WTBS	14.50
TNT 3	19.95
WGN	12.70
KTLA	10.95
WWOR / WSBK	23.95

FAMILY/ENTERTAINMENT

The Disney Channel	82.00
Nickelodeon	24.50
The Cartoon Network	4.50
Discovery	8.25
Family Channel	6.99
Comedy Central	5.00
Lifetime	8.25
A&E	8.25
Bravo	10.95
USA 4	8.25

MUSIC

MTV / VH1	29.85
TNN	9.50
Country Music TV	5.00

NEWS/INFORMATION

CNN / Headline News	20.50
CNBC	6.00
All News Channel	9.75
The Weather Channel	8.25

INTERNATIONAL

SUR	118.95
TV Asia	152.00
International Channel	32.50

ADULT

The Playboy Channel	74.00
Spice 1	76.00
Spice 2	76.00
Adam & Eve	74.95



SUPERSTATION COMBOS

WWOR - WSBK - KTLA	30.95
WGN - WPIX - KTVT	30.95
WGN - WPIX - KTVT - KTLA	36.30
WGN - WPIX - KTVT - KTLA - WWOR - WSBK	60.25
WGN - WPIX - KTVT - KTLA - WWOR - WSBK - WTBS	72.90

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J P
ALENG
1990 L
Sun A2
ME JAC
1995
Mon
ACQU
1501 B
Tue S3-6
ENHETER
1992 L
Mon T2-5 1-30
T2-10 1-30 2-10
T2-10 1-30 2-10
T2-10 1-30 2-10
T2-10 1-30 2-10

LADYBIRDS

12 LAM

GB-01 DSC 4-000
01-04 DSC 4-000

1-01 DSC 4-000
Sat F2-04 WAC 11-30

1-01 DSC 4-000
Sat F2-04 WAC 11-30

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SHOWTIME-TMC-FLIX	12.95	37.95	75.95	139.95
CINEMAX	7.45	22.30	44.60	83.40
HBO	7.45	22.30	44.60	83.40
SHOWTIME	7.45	22.30	44.60	83.40
THE MOVIE CHANNEL	7.45	22.30	44.60	83.40
THE DISNEY CHANNEL	7.45	22.30	44.60	82.00
SUR CANAL DE CANALES	9.95	29.80	59.60	119.00
ENCORE	1.95	5.80	11.60	23.00
AMC BRAVO	2.55	7.60	15.20	28.50
PLAYBOY TV	7.15	21.40	42.80	74.00
SPICE OR SPICE 2	8.70	26.50	48.90	76.00
SPICE 1 & SPICE 2 COMBO	12.50	35.00	65.00	119.00
ADAM & EVE	NA	19.50	37.50	74.00
TV ASIA	13.50	40.45	80.90	152.00
ALL NEWS CHANNEL	.85	2.50	4.95	8.25
A&E	.85	2.50	4.95	8.25
CARTOON NETWORK	.50	1.45	2.85	5.50
CNBC	.85	2.50	4.95	6.00
CNN-HN	1.95	5.80	11.55	20.50
CMT	.50	1.45	2.90	5.00
COMEDY CENTRAL	.45	1.30	2.55	5.00
DENVER 5	3.95	11.80	23.60	47.20
THE DISCOVERY CHANNEL	.85	2.50	4.95	8.25
ESPN & ESPN 2	2.15	6.40	12.80	23.00
THE FAMILY CHANNEL	.85	2.50	4.95	8.25
THE INTERNATIONAL CHANNEL	2.75	8.20	16.40	32.75
LIFETIME	.85	2.50	4.95	8.25
MTV, VH1	2.75	8.20	16.40	29.00
NICKELODEON	2.25	6.70	13.40	24.50
PRIME NETWORK	.85	2.50	4.95	8.25
PRIME TIME 24	3.50	10.40	20.70	37.50
SSN	9.50	28.45	56.90	99.00
SPORTS CHANNEL PACKAGE	9.50	28.45	56.90	99.00
SSN & SPORTS CHANNEL COMBO	17.80	52.90	105.80	197.00
TBS	1.30	3.85	7.70	14.50
TNT	1.65	4.75	9.25	16.50
TNN	.85	2.50	4.95	9.50
TCM	.95	2.70	5.50	9.95
USA	.85	2.50	4.95	9.00
THE WEATHER CHANNEL	.85	2.50	4.95	8.25
WVOR, WSBK	2.60	7.75	15.50	24.50
WGN, WPXI, KTVT, KTLA	3.75	10.90	18.90	36.45

Best Deal in the USA

20/20 Super Vision Package

HBO & Cinemax OR Showtime, TMC, Flix WITH
CNN-HN, WGN, WPXI, KTVT, WAVOR, WSBK,
KTLA, WTBS, TNN, USA, A&E, Lifetime, The
Weather Channel, The Family Channel, The
Discovery Channel,

Prime Network (sports), CMT, TCM
1 \$23.90
3 \$69.90
6 \$139.90
12 \$279.90

Original Classic

CNN-HN, WGN, WPXI, KTVT, WAVOR, KTLA, WTBS, TNN, USA, A&E, Lifetime, Weather Channel, The Family Channel, Discovery Channel, Prime Network (sp), CMT, TMC

1 \$12.
3 \$37.
6 \$75.
12 \$139.1

Super Classic

Includes Original Classic, PrimeTime 24, All News Channel, & Comedy Central

1 \$12.90 6 \$98.9
3 \$37.90 12 \$185.90

HBO & MAX

1 \$13.45
3 \$39.95
6 \$79.9
12 \$144.95

Showtime, TMC, Flix

1 \$13.45
3 \$39.95
6 \$79.95
12 \$144.95

AMC & Bravo

1 \$1.
3 \$3.
6 \$6.
12 \$12.

The Disney Channel

1 \$7.95
3 \$23.35
6 \$46.70
12 \$86.95

Sur Canal De Canales

1 \$10.95
3 \$32.85
6 \$65.70
12 \$129.00

Encore

1 \$1.
3 \$3.
6 \$6.
12 \$12.

Playboy TV

1 \$8.70
3 \$23.35
6 \$46.70
12 \$77.00

Adam & Eve

1 N/A
3 \$19.80
6 \$37.95
12 \$74.95

Spice 1 & Spice 2

1 \$12.
3 \$36.
6 \$66.
12 \$120.

Primetime 24

WABC, WJAX, WJZA
1 \$3.75
3 \$11.25
6 \$22.50
12 \$43.90

Seven Pack

WGN, WPIX, KTVT, WABC, WSBK, KTLA, WTBS
1 \$6.50
3 \$18.90
6 \$38.90
12 \$72.90

TV Asia

1 \$15.
3 \$45.
6 \$90.
12 \$155.

Denver 5

KUSA, KCNC, KMGH, KJRH, KMGH
1 \$4.00
3 \$12.00
6 \$24.00
12 \$47.75

MTV & VH1

with any package or by the year
1 \$2.95
3 \$8.50
6 \$10.50
12 \$31.50

Nickelodeon

1 \$2.
3 \$7.
6 \$15.
12 \$27.

CNN/HN

1 \$2.15
3 \$6.45
6 \$12.90
12 \$24.90

TBS or TNT

with any package or by the year
1 \$1.75
3 \$5.25
6 \$10.50
12 \$19.90

ESPN & ESPN2

with any package or by the year
1 \$2.1
3 \$6.7
6 \$13.5
12 \$25.9

SSN or

Sports Ch. Pkg.
1 \$9.90
3 \$29.90
6 \$58.00
12 \$108.00

SSN & Sports Ch. Combo

1 \$18.00
3 \$53.00
6 \$105.90
12 \$199.00

The International Channel

with any package or by the year
1 \$3.9
3 \$9.9
6 \$19.9
12 \$39.9

Choose either All News, Discovery, A&E, TWC, Lifetime, Prime Network (sports), TNN, Family Channel, USA, CNBC, Comedy Central, CMT, Cartoon Network, or TCM with any package or by the year

1 \$5.99 6 \$5.90
3 \$2.95 12 \$11.80

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Please have your unit ID number ready when calling, here's how to find it. Turn to a scrambled channel. Press **SET-UP** then 1 twice.



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